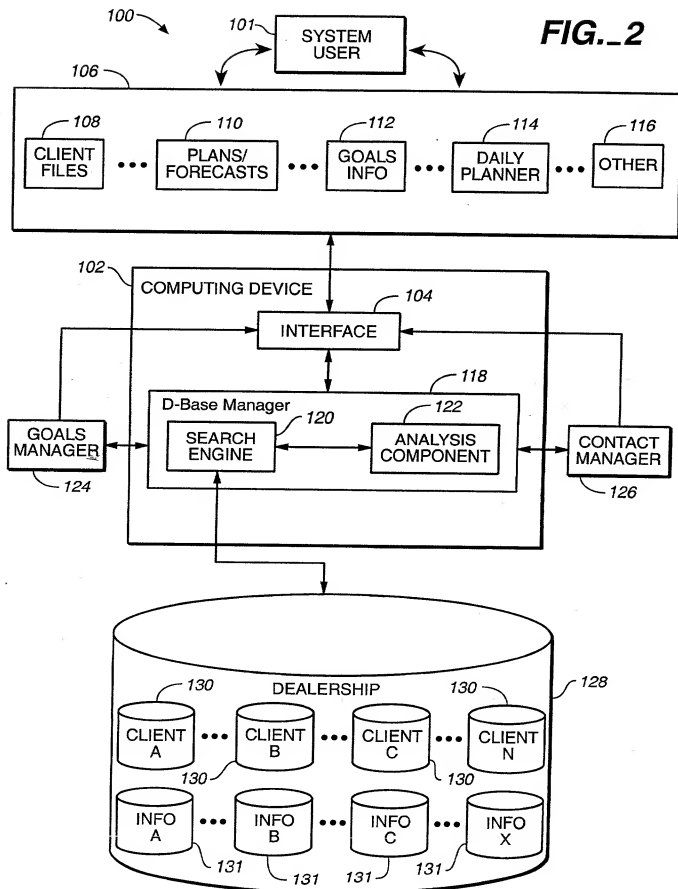
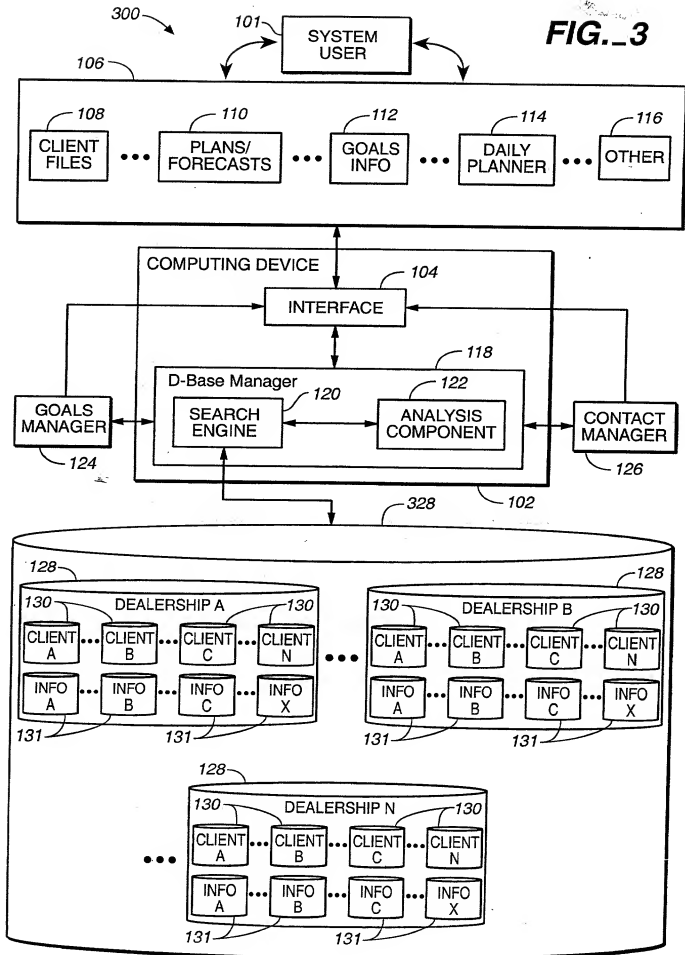


FIG. 2

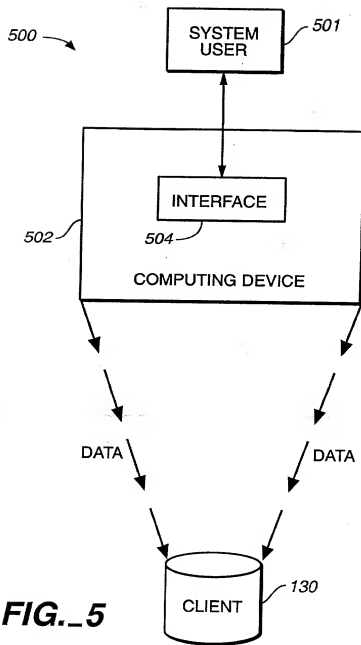


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FIG. 3

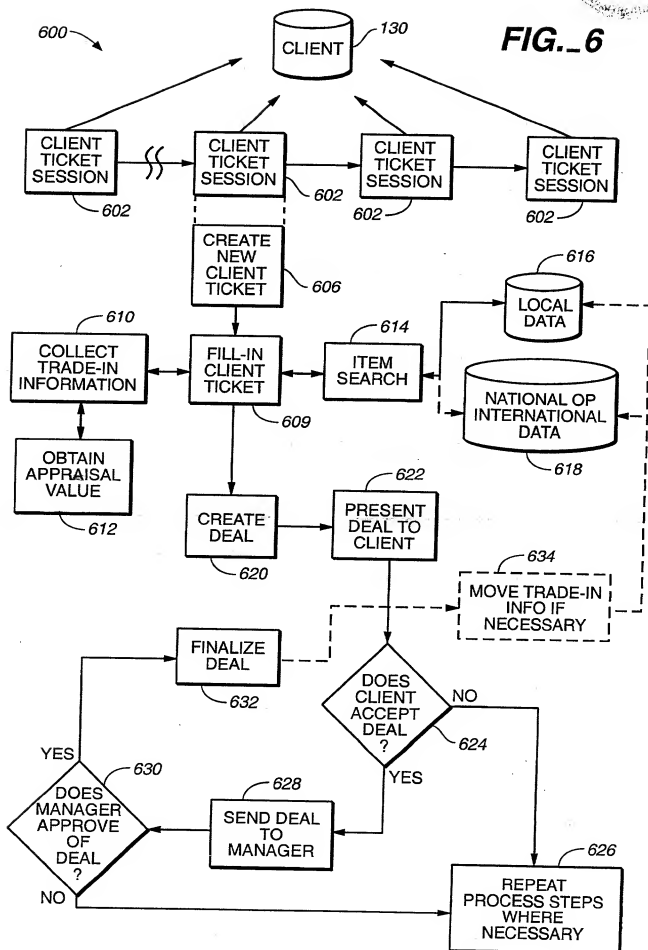
400 →



**FIG._5**

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FIG. 6



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Client Ticket-Microsoft Internet Explorer

File Edit View Favorites Tools Help [Send]

Back Forward Stop Search History [Address] http://www.autoblick.com/ClientTicketTools/ClientTicket.asp?ClientTicketID=1

Go [Links >>]

AUTOCLICK from Brad Kennan @ Starter Dealership

SUPPORT | CONTACT US | HELP | LOGOUT

Create a New: [Find:]

NEW CLIENT TICKET FOR

CLIENT INFORMATION - Search | Create New Client

Company: []

First Name: [William]

Last Name: [Kennan]

Home Address: []

Work Phone: []

Home Phone: []

Fax: []

Mobile: []

E-Mail Address: []

Instructions:
Enter client information that you would like to search on and then click "Search" or you can simply create a new client by entering in the required, in Red, information and then clicking "Create New Client."

NAVIGATE:

- Home
- Planner
- Inbox
- Clients
- Inventory
- Client Tickets
- Deals
- Sales Tools
- Admin

RECENT:

- GREG & DEBBIE DENHOLM
- DEAL #1174
- CT #11202
- DELBERT BECKER
- BRAD BENTON

Done

Internet

607

FIG.-7

608

Editing-Microsoft Internet Explorer

EDITING CLIENT - Save | Save and Close | Save and New | Close

Personal Information:

First Name:

Middle Name:

Last Name:

S.S. #:

Title:

Company:

Salesperson: (Select A Salesperson)

Status: (<Status>)

BirthDate:

Anniversary:

Exclude from Mailings: ☒

Home Address: Copy to Mailing Address

Street:

City:

State:

Postal Code:

Mailing Address: Copy to Home Address

Street:

City:

State:

Postal Code:

Email Address:

Phone Numbers:

Home Phone: Extension: Best time to call: (Select One)

Work Phone: (Select One)

Fax: (Select One)

Mobile: (Select One)

Pager: (Select One)

Note: Only either a First or Last Name or Company Name are required.

FIG._8

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Client Ticket-Microsoft Internet Explorer

File Edit View Favorites Tools Help [Send]

Back Forward Stop Search Favorites History [Go] [Links >>]

Address: http://www.aubotick.com/ClientTicketTools/ClientTicket.asp?ClientTicketID=10329&EmployeeID=5

AUTOCLICK.com Brad Kenman Starter Dealership

SUPPORT | CONTACT US | HELP | LOGOUT

Create a New: [Icon] [Icon] [Icon] [Icon] [Icon] Find: [Text]

CLIENT TICKET # 10329 FOR BRAD KENNAN

△ This Client Ticket is over 24 hours old, and cannot be changed.

CLIENT TICKET INFORMATION View General Extended Information

Created On: 10/12/2000 10:40

Status: In Out Why did they contact us? -Edit What did they do? -Edit

Salesperson: [Text]

Type: In Store Sunny

Weather: [Text]

ITEMS INTERESTED-IN

Remove	Stock #	Year	Make	Model	Color	List Price	Age
[Remove]	VTS353	1995	Chevrolet	Blazer		\$13800	1535 days
[Remove]	VTS353	1995		PICK-UP 4WD		\$	1535 days

TRADE-INS

Remove	Stock #	Year	Make	Model	Color	ACV
[Remove]	VY1236	1996	BMW	3-Series		\$12300

NOTE

Done

NAVIGATE:

- Home
- Planner
- Inbox
- Clients
- Inventory
- Client Tickets
- Deals
- Sales Tools
- Admin

RECENT:

- DEAL #11366
- DEAL #11174
- CT #11202
- DELBERT BECKER
- BRAD BENTON

FIG.-9

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613

Creating New Item—Microsoft Internet Explorer

EDITING ITEM — Save | Save and New | Save and Close | Close

Source: <-Source-> Transmission Type: ☒ Automatic ☐ Standard

Status: <-Status-> Description: _____

Location: (-Select A Location-) Engine Type: ☒ Gas ☐ Diesel

Classification: (-Select A Classification-) Engine Size: _____

Stock Number: _____ Condition: <-Condition->

Year: <-Year-> Mileage: _____

Make: <-Manufacturer-> Interior Color: _____

Model: Please select Manufacturer Exterior Color: _____

Model Code: _____ Trim: _____

VIN Number: _____

PRICING INFORMATION — Save | Close

List Price: \$ _____ Cost / ACV: \$ _____

Markup: \$ _____ Average Wholesale: No Values Set

Average Retail: No Values Set

FINANCING INFORMATION — Save | Close

Amount Financed: \$ _____ Financing Type: (-Select A Type-) _____

Term: _____ Months Payment: \$ _____

Replacement Date: _____ ☒ Rate: _____ % Residual: _____ %

Loan Pay-off: \$ _____ Good Until: _____ mm/dd/yyyy

Financing Note: _____

BOOK VALUES — Save | Close

Black Book:		NADA:	
Retail:	Wholesale:	Retail:	Wholesale:
Clean: \$ <input type="text" value="0"/>	<input type="text" value="0"/>	Retail: \$ <input type="text" value="0"/>	
Average: \$ <input type="text" value="0"/>	<input type="text" value="0"/>	Trade-In: \$ <input type="text" value="0"/>	
Rough: \$ <input type="text" value="0"/>	<input type="text" value="0"/>	Loan Value: \$ <input type="text" value="0"/>	

Kelly Blue Book:

Retail: \$	Wholesale: \$
<input type="text" value="0"/>	<input type="text" value="0"/>

FIG. 10

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Inventory-Microsoft Internet Explorer

File Edit View Favorites Tools Help Send

Back Forward Stop Search Favorites History Home Address http://www.autoclick.com/lien/Tools/InventoryView.asp?InventoryView=&ViewType=Inventory&EmployeeID=5&Stock Links

AUTOCCLICK.com Brad Kennan @ Starter Dealership

Create a New: Find:

VIEW ☐ INVENTORY ☐ LOCATES ☐ DEALER TAGS

Stock # Year Make Model Source Status Age Days

Stock #	Year	Make	Model	Series	Color	List Price	Age	Status
<input type="button" value="Edit"/> <input type="button" value="Delete"/>	VY1236	1986	BMW	3Series			76	Stock
<input type="button" value="Edit"/> <input type="button" value="Delete"/>	BM1402c	1986	Chevrolet	Suburban			146	Stock
<input type="button" value="Edit"/> <input type="button" value="Delete"/>	1576762	2000	Volkswagen	Cabriolet			196	Stock
<input type="button" value="Edit"/> <input type="button" value="Delete"/>	04063	2000	Chevrolet	C/K 1500	LI Pewlar		196	Stock
<input type="button" value="Edit"/> <input type="button" value="Delete"/>	T0591	2000	Chevrolet	C/K 3500	WHITE		205	Stock
<input type="button" value="Edit"/> <input type="button" value="Delete"/>	590623	2000	Oldsmobile	Intrigue			205	Stock
<input type="button" value="Edit"/> <input type="button" value="Delete"/>	T0591	2000	Chevrolet	C/K 3500	FROST WHITE		205	Stock
<input type="button" value="Edit"/> <input type="button" value="Delete"/>	bm2006	1996	Jeep	Wrangler			205	Stock
<input type="button" value="Edit"/> <input type="button" value="Delete"/>	BM2000	2000	Chevrolet	Camaro			205	Stock

VIEWING PAGE 1 OF 130 GO TO PAGE

NAVIGATE:

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-
-

RECENT:

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-
-

FIG. 11

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621

Deal-Microsoft Internet Explorer

File Edit View Favorites Tools Help **Send**

Back Forward Stop Home Search Favorites History Print Mail News RSS Feeds

Address <http://www.autoclick.com/DealTools/Deal.asp?DealID=11174&EmployeeID=5> Go Links >>

Inbox

Clients

Inventory

Client Tickets

Deals

Sales Tools

Admin

RECENT:

GREG & DEBBIE DENHOLM

DEAL #11174

CT #11202

DELBERT BECKER

BRAD BENTON

DEAL INFORMATION

Deal Created On 12/8/2000 At 13:22

Deal Status: Active Comment:

ITEMS INTERESTED-IN

	Stock #	Year	Make	Model	Color	List Price	Age
<input checked="" type="radio"/> Edit	992	2000	BMW	7-series	black	\$64,000.00	211 days

WORKSHEET

Cost:	\$61,000.00	Total Cars and Accessories:	\$64,000.00
Mark-Up:	\$2,000.00	Total Trade-in or Discount:	\$1,000.00
Total:	\$63,000.00	Difference:	\$63,000.00
Accessories:		Administrative Fee:	\$0.00
Total Accessory Cost:	\$0.00	Service Contract:	\$0.00
Total Accessory List:	\$0.00	SUBTOTAL:	\$63,000.00
Total w/Accessories Cost:	\$63,000.00	Sales Tax:	5.75% \$3,622.50
Total w/Accessories List:	\$64,000.00	Gas Guzzler Tax:	0.00% \$0.00
Sub-Total ACV(s):	\$0.00	Luxury Tax / Other:	0.00% \$0.00
Raise ACV:	\$0.00	TOTAL:	\$66,622.50
Total ACV:	\$0.00	Balance Owed on Trade:	\$0.00
Total w/Accessories Cost:	\$63,000.00	Deposit:	\$0.00
Trade Allowance:	\$0.00	Rebate:	\$0.00
Difference:	\$63,000.00	BALANCE DUE:	\$66,622.50

LEASE CO. LOGO

Done Internet

FIG. 12

623

Presentation Screen—Microsoft Internet Explorer

Vehicle Information

Location: Starter Dealership
Year: 2000
Make: BMW
Model: 7-series
Model Code: 74Oil
VIN Number: 12345678901234567
Mileage: 0
Interior Color: black
Exterior Color: black
Trim: leather

No Graphic Available

Options:

Transmission: Automatic
Speeds: 0
Engine Type: Gas
Engine Size: 6

Deal Information

List Price: \$64,000.00
Trade Allowance / Discount: \$1,000.00

Difference: \$63,000.00

FIG._13

631

Finalize Deal—Microsoft Internet Explorer

FINALIZE THE DEAL – Cancel

FINANCING INFORMATION FOR SOLD VEHICLE [1992]

Financing:	Lease	Term:	36	Months			
Rate:	0	%	Residual:	0	%	Payment:	\$0.00
Replacement Date:							

DISTRIBUTE ACV DISCOUNT:

Total ACV Discount to Distribute:	\$0.00
Remaining to Distribute:	\$0.00

Finalize Deal

Note: To finalize the deal, edit the list prices for the trade-ins and complete the financing information about the item that is being sold. Then if you have any Additional ACV to distribute, make sure to distribute it to the appropriate trades and then click the FINALIZE DEAL Button.

FIG. 14

Dashboard-Microsoft Internet Explorer

File Edit View Favorites Tools Help [Send]

Back Forward Stop Search Favorites History [Address] http://www.autoclick.com/Dashboard.asp?EmployeeID=5 [Go] [Links >>]

AUTOCCLICK.com Brad Kennan@Starter Dealership SUPPORT | CONTACT US | HELP | LOGOUT

Create a New: [Find:] [MY HOME]

NAVIGATE:

- Home
- Planner
- Inbox
- Clients
- Inventory
- Client Tickets
- Deals
- Sales Tools
- Admin

RECENT:

- GREG & DEBBIE DENHOLM
- DEAL #11174
- CT #11202
- DELBERT BECKER
- BRAD BENTON

CLIENTS ☒ Active ☐ Managed ☐ All

Name	E-Mail Address
+ Daken, Mike and Kayleen	swallace@columbus.rr.com
+ Deaver, Scott	swallace@columbus.rr.com
+ DENHOLM, GREG and DEBBIE	swallace@columbus.rr.com
+ Dent, Buck	swallace@columbus.rr.com
+ DROSTE, Cheryl	swallace@columbus.rr.com
+ DROSTE, Cheryl	swallace@columbus.rr.com
+ DUNKEL, GARY	swallace@columbus.rr.com
+ Dunlap, John and Kim	swallace@columbus.rr.com
+ Eversole, Bob	swallace@columbus.rr.com
+ Ferguson, Charles	swallace@columbus.rr.com

VIEWING PAGE 1 OF 9 GO TO PAGE 2

MY APPOINTMENTS

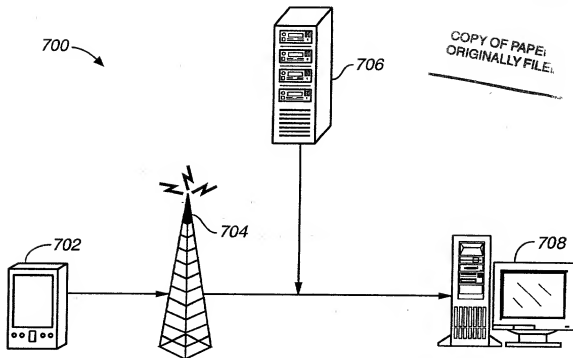
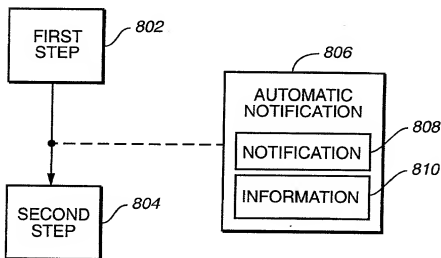
Today	Test Appointment
13:00 - 13:30	

MY TASKS

☐ Test Task (10/27/2000,)

Done

FIG. 15

**FIG. 16****FIG. 17**